

Networkfleet ROI Snapshots

Company: Hoffman Southwest

Industry: HVAC



Goal

Improve tracking of vehicles, reconciliation of time sheets to actual hours worked, and preventative maintenance.

Solution

Install Networkfleet system fleet-wide.

Results

- Achieved a Return-on-Investment of \$900,000 in one year.
- Saved \$400,000 per year in labor costs alone.
- Reduced vehicle emissions by 8,000 pounds in one year.
- Made over 10% more service calls per week, without the need for additional staff and vehicles.
- Saved \$850 in fuel costs per vehicle per year.

Company: Coast Plumbing, Heating & Air, Inc.

Industry: HVAC



Goal

To track vehicles and improve response time.

Solution

Install Networkfleet on 28 vehicles.

Results

- Increased revenue by 15% due to faster response times and efficient routing; increased jobs per day in the first month alone.
- Reduced speeding and risky driving behavior immediately.
- Saved \$360 per month on vehicle repairs by reducing unnecessary driving by 80 miles per vehicle per month.
- Lowered overall operational expenses by \$2300 per month.

Company: Britz-Simplot Grower Solutions

Industry: Agricultural Services



Goal

To better track its fleet of more than 260 vehicles, both during and after business hours.

Solution

Install Networkfleet system fleet-wide.

Results

- Reduced idle time by 30 percent and lowered greenhouse gas emissions.
- Saved thousands of dollars on fuel costs from reduced idle time and miles driven.
- Increased equipment productivity and utilization.
- Improved vehicle routing by tracking activity with geofences.



Networkfleet ROI Snapshots

Company: Affiliated Transportation

Industry: Livery Transportation



Goal

To better serve its clientele while also reducing fuel costs.

Solution

Implemented Networkfleet on a single vehicle as a "test case."

Results

- Decreased fuel usage 8% by reducing idle time during stopovers.
- Reduced driving speed to save fuel.
- Saved enough money in repair costs during the first 30 days to outfit entire fleet of 9 vehicles with Networkfleet.
- Improved dispatch so that time-sensitive requests from customers can be handled more efficiently.
- Improved driver scheduling and overall customer service.



Company: BLS Trucking Inc.

Industry: Local Delivery



Goal

To reduce fuel expenses and improve driver performance.

Solution

Install Networkfleet system.

Results

- By eliminating unauthorized usage and unnecessary idling time, BLS saved \$188,539 in fuel consumption alone during the first year. This equates to nearly 10 percent savings over the previous year.
- Lowered repair costs and reduced breakdowns on the road.
- Improved vehicle management and deterred vehicle theft. Since installing Networkfleet, BLS had one truck stolen, and it was returned undamaged within 24 hours.
- Drivers at the scene of an accident not ticketed because of the time-stamp GPS data that Networkfleet provided.



Company: Pak West Paper & Packaging

Industry: Local Delivery



Goal

Track drivers and locations to reduce overtime costs and increase time-critical response.

Solution

Networkfleet on a fleet of 85 assorted vehicles.

Results

- Cut overtime hours by 50%, yielding a return on investment in less than one year, saving more than \$100,000.
- Improved vehicle management so that time-sensitive requests from customers are handled more efficiently.
- Increased repeat business and improved customer service by estimating delivery times and scheduling same-day deliveries.
- Reduced speeding, idling and overall fuel usage, which lowered costs and environmental impact.



Networkfleet ROI Snapshots

Company: Eastern Municipal Water District (EMWD)

Industry: Government



Goal

To shrink operating costs while still carrying out projects required by state and federal laws.

Solution

EMWD installed Networkfleet on all 1996 or newer vehicles.

Results

- During the first six months of operation, EMWD saved more than \$430,000, including:
 - Lowered labor costs by \$354,000
 - Cut fuel costs by \$79,000
 - Reduced miles driven by 165,000 miles



Company: U.S. Marine Corps

Industry: Government



Goal

Monitor vehicle location, engine performance and increase driver safety.

Solution

Install Networkfleet system fleet-wide.

Results

- Reduced speeding by 30% after only 3 months of implementation.
- Saved a significant amount in recovery and replacement costs for lost vehicles.
- Eliminated labor-intensive reporting processes and decreased inaccuracies caused by manual mileage reporting.
- Decreased total operational costs due to increased vehicle utilization and better overall fleet management.



Company: Polk County

Industry: Government



Goal

Raise awareness of important issues such as speeding, idle-time, and vehicle usage.

Solution

Install Networkfleet system to approximately 400 vehicles.

Results

- Identified underutilized vehicles and reduced fleet size by 12%.
- Launched No Idle Zone program using idle-time and fuel consumption reports from Networkfleet.
- Set custom speed thresholds and reduced speeding while improving driver safety.
- Improved efficiency and employee productivity across all County departments.



Networkfleet ROI Snapshots

Company: Johnson County

Industry: Government



Goal

Improve fleet performance and thus reduce fuel costs and wasteful usage of vehicles.

Solution

Installed Networkfleet on 15 Highway Department vehicles and immediately use the system to manage operations and fuel consumption.

Results

- Saved \$15,000 in fuel costs by monitoring and reducing idle time, odd-hour use and speeding.
- Exonerated employees and resolved customer complaints by verifying vehicle activity times and locations.
- Reduced diesel fuel usage by more than 2,000 gallons per month in the first year.

Company: D&D Drilling

Industry: Utilities



Goal

Improve the productivity and accountability of the company's employees.

Solution

Install Networkfleet in 20 vehicles.

Results

- Improved productivity and revenue.
 - Increased billable hours by one hour per worker per day.
 - Reduced miles driven.
 - Potentially increased revenue by up to \$270,000 each year.
- Enhanced credibility and competitiveness.
- Lowered insurance costs, improved safety, and resolved billing disputes.

Company: Rochester Public Utilities

Industry: Public Utilities



Goal

To know where service vehicles are in relation to addresses and streets as well as to important resources such as power lines, transformers, and fuses.

Solution

Integrate the Networkfleet API into their already installed enterprise GIS system.

Results

- More efficiently dispatched field crews.
- Improved response times to better service more than 82,000 customers.
- Increased safety by pinpointing vehicle locations during emergencies.



Networkfleet ROI Snapshots

Company: City of Napa

Industry: State Municipality



Goal

To track accurate odometer readings and proactively address maintenance issues.

Solution

Networkfleet on the city's fleet.

Results

- Saved \$50 per vehicle in yearly smog checks, which equals \$3,500 fleet-wide.
- Overall yearly reduction of more than 44,000 lbs of green house gas emissions.
- Increased fleet efficiency and driver safety with Networkfleet's 24/7 access to vehicle information.
- Reduced labor costs and increased labor availability.



Company: Robert J. Dole VA Medical Center

Industry: Government



Goal

To improve vehicle utilization and offer faster roadside assistance to its fleet.

Solution

Install Networkfleet system fleet-wide.

Results

- Provided fast roadside assistance for vehicles carrying patients and staff.
- Improved utilization from 70% to 93% and extended vehicle life.
- Automatically gathered data required for monthly reporting purposes, such as mileage, usage, and speed.



Company: ServiceMaster

Industry: Commercial and Residential Services



Goal

Track drivers and costs more efficiently, improve vehicle efficiencies, and increase revenue.

Solution

Networkfleet on 4 of the most often used vehicles in its fleet.

Results

- Increased sales revenue during the first year by \$156,000.
- Lowered total operating costs by approximately \$31,000 per year.
- Increased MPG from 10 to 12 mpg, a savings of \$5,200 per year (assuming average cost of \$2 per gallon).
- Lowered labor costs by verifying timesheets and scheduling jobs more efficiently
- Reduced regular and overtime hours by 30 hours per week saving \$25,740.



Networkfleet ROI Snapshots

Company: Tri City Glass & Door

Industry: Business Services



Goal

Monitor vehicle performance and driver efficiency.

Solution

Install Networkfleet system fleet-wide.

Results

- Minimized costs associated with idle time.
- Improved safety and reduced costs by monitoring speed.
- Eliminated complaints about speeding drivers.
- Located stolen truck quickly, before it was damaged.
- Gained a two-to-one return on investment in Networkfleet.

Company: Triple 'S' Services

Industry: Business Services



Goal

Improve productivity, track vehicle use, and lower fuel and labor costs.

Solution

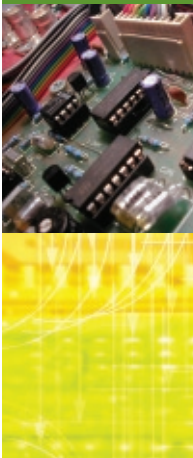
Install Networkfleet system on fleet of 30 vehicles.

Results

- Recovered a stolen vehicle worth more than \$20,000.
- Reduced insurance costs annually by \$4,000.
- Reduced labor costs by being able to verify timesheets.
- Identified drivers who let vehicles idle for an unacceptable amount of time.
- Set up more efficient routes and track locations of drivers.
- Eliminated use of vehicles for non-business purposes.

Company: VoicePro/The Sater Group

Industry: Technology Services



Goal

Reduce costs.

Solution

Install Networkfleet system fleet-wide.

Results

- Reduced idle time, saving \$3,500 per year.
- Lowered insurance costs, saving \$2,400 per year.
- Minimized vehicle down time by automating the maintenance schedule and receiving engine alerts before a problem worsens.
- Exonerated a driver from a potential lawsuit by proving speed data.
- Obtained a new revenue stream by becoming a Networkfleet reseller.



Networkfleet ROI Snapshots

Company: OC Communications

Industry: Telecommunications



Goal

To maintain new fleet and keep track of drivers.

Solution

Install Networkfleet system fleet-wide.

Results

- Eliminated need to hire additional fleet technicians, reducing labor costs by \$12,000.
- Reduced risky driving behavior and achieved a 10% reduction in speeding.
- Decreased personal use of company vehicles, reducing overall fuel consumption and unnecessary wear and tear.
- Improved routing efficiency, saving time and money.



Company: Cavalier

Industry: Telecommunications



Goal

Greater customer accountability and lower costs.

Solution

Install Networkfleet's wireless fleet management technology initially on 112 Ford F150 trucks and Rangers.

Results

- Saved more than \$243,000 in costs by:
 - Increasing miles per gallon from 15.3 to 17.3 mpg.
 - Reducing miles driven from 9,100 miles per day to 8,000 per day on 112 vehicles.
 - Cutting idling time from 32% to 22%.
- Maximized vehicle availability by proactively scheduling maintenance.
- Performed repairs before malfunctions become more costly.
- Optimized customer accountability.

